

Message Text

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16

ACTION AF-06

INFO OCT-01 NEA-10 ISO-00 EB-07 /024 W

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R 091527Z APR 76

FM AMEMBASSY NOUAKCHOTT

TO USDOC WASHDC

INFO SECSTATE WASHDC 5457

AMEMBASSY KUWAIT

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E.O. 11652: N/A

TAGS: EINV BEXP MR KU US

SUBJECT: PROPOSED COPPER REFINERY FOR NOUAKCHOTT

REF: (A) NOUAKCHOTT 482, (B) NOUAKCHOTT 864

1. SENIOR STAFF OF SOCIETE ARABE DE L'INDUSTRIE METALLURGIQUE (SAMIA) BRIEFEDEMBOFF APRIL 7 ON STATUS OF COPPER REFINERY FOR NOUAKCHOTT. REFINERY IS PROJECTED TO PRODUCE 30,000 TONS PER YEAR OF CATHODE COPPER (ALL DESTINED FOR EXPORT), 120,000 TONS OF SULPHURIC ACID, 1,900 KILOGRAMS OF GOLD, AND 2,400 KILOGRAMS OF SILVER. REFINERY IS EXPECTED TO EMPLOY 700 PERSONS. COPPER ORE FOR PROJECT WILL COME FROM MINES LOCATED AT AKJOUT, MAURITANIA.

2. AS REPORTED REF A, TENDERS FOR TURN-KEY PROJECT HAVE BEEN LET AND BIDS RECEIVED. IN DISCUSSING PROJECT WITH SAMIA PERSONNEL, IT WAS APPARENT THAT RESPONSES WERE DISAPPOINTING. THERE ARE CURRENTLY ONLY THREE COMPANIES--NO AMERICAN--WHICH ARE STILL INTERESTED IN BUILDING REFINERY. TENDERS WERE SENT TO FOUR FOLLOWING AMERICAN FIRMS, NONE OF WHICH INDICATED ANY INTEREST IN PROPOSAL--DRAVO OF PITTSBURGH, LUMMUS COMPANY OF BLOOMFIELD, N.J., STEARNS-ROGER INCORPORATED OF DENVER, AND ARTHUR G. MCKEE & COMPANY (SAN FRANCISCO SUBSIDIARY).

3. SAMIA STAFF INDICATED THAT IF EVALUATION OF BIDS

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SHOWS THAT NONE IS ACCEPTABLE, TURN-KEY CONCEPT MAY

BE SET ASIDE AND NEW TENDERS LET FOR VARIOUS ASPECTS OF PROJECT. STAFF WAS HARD PRESSED TO EXPLAIN POOR RESPONSE TO TENDERS. ONE OFFICIAL COMMENTED HE THOUGHT AMERICAN FIRMS DID NOT RESPOND BECAUSE (A) THEY WERE TOO BUSY WITH OTHER PROJECTS, (B) ARE NOT ACCUSTOMED TO TURN-KEY PROJECTS AND (C) CONSIDERED MAURITANIA TOO DIFFERENT A PLACE TO DO BUSINESS. ONE JAPANESE FIRM APPARENTLY DID NOT SUBMIT BID BECAUSE OF PERCEIVED NECESSITY TO DO BUSINESS IN FRENCH. (STAFF NOTED THAT COMMON BUSINESS LANGUAGE OF SAMIA, DUE TO HEAVY KUWAITI INVOLVEMENT, IS ENGLISH AND NOT FRENCH. ALL SAMIA TENDER DOCUMENTS WILL BE PREPARED IN ENGLISH.)

4. EMBASSY WILL STAY IN TOUCH WITH SAMIA IN EFFORT TO DETERMINE IF TENDERS FOR COPPER REFINERY WILL BE RELEASED AGAIN IN ANOTHER FORMAT.HANDYSIDE

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Message Attributes

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